## Americans Have Great Opportunity to Command Coming Peace Trade in Europe

No Country So Able to Meet Future Demands-Our Success or Failure Depends Upon Preparation Now and Study of Foreign Field, Its Credit Customs, Ways and Wants

By Hugh Reid Griffin

Vice-President American Chamber of Commerce in Paris

try than ours can so readily and suc- among the farm laborers. They won't seen personally by the American repcessfully meet the coming demand. A let us use the machinery, and the resentative.

and prepare to do a credit business. of the strikers. So the strike was off. You may not like the credit idea, but ou will have to come to it if you want Changes Brought to beat your competitors at a game they know. You will make money in By the War

the railroads needing the bridges and practically, or

ment must include not only the article other lines. you have to sell, but also a reasonable common sense and knowl- The Possible edge of handling customers. The cus- Future Markets from those at home, and the difference,

"I think one of the big points of do- not clearly see his way to keep. ing business anywhere is to waste all the time you can spare in landing your man, but, once you have landed him again. The qualities that made Gerlearned to talk intelligently about it. markets how are we going to get our Spelter, East St. Louir, tract, take the first train out of town. No matter whether it is going north,

## Dinners Do Not

and everything will relimine steel or accomplish over adjust the same.

May, many years ago I was selling to accomplish over adjust the same.

May, many years ago I was selling the same and the same and the server an

to form the total sum to buy up a overcome. hundred machines or so.

I went on back to Berlin, finally to grasp or let slide. No other coun- are here all right, but there is a strike is not enough,

from one who has had forty years' ex- out to the strike." When we got there perience at the game and still loves I made a bee-line for the village priest, In general, success or failure depends sum of rubles for charity. Then I two things: (1) On the attitude of brought up the subject of the machines rm regarding foreign busi- and the strike. He was an intelligent ter and equipment of the representa- and before the day was over he had fives they send abroad. Prepare now, gone out, arranged a ceremony and at once, for the piping time of peace, blessed the machines is the presence

Secondly, get your stuff ready. Re- back forty years-four decades-the member Andrew Carnegie and how he life of the average man. I began busigot his first start. He foresaw the need ness just after another big war, when railroads that they were going to need 1870-'71 between France and Germany bridge parts made up, then went to live milliards of francs-spot cash said: "You've got to have a bridge at most. The year 1873 was the year of such and such a point. It will cost you the great Vienna exposition, and while The bridge is ready to de- the United States did not make a large liver. I knew you had to have it, so exhibit there, it showed champagne

spective customer and is able to sell in without result if you offer what is not big lots instead of in small parcels, as wanted, while the needed or practical the ordinary foreign agent is content article meets with a large demand. It

and foreign business least of all. So and simple reapers were followed by ndise, learn the language of the the attempts to copy the models or n you're going to sell to, and then original devices on the ground, Amer-

language of the country in which one and the consequent manner of thinkis selling means the acquisition of gen- ing, they are the more nearly like eral information, which leads to good Americans in character of all the peoples of Europe. Anybody can agree "In doing business in Europe you and get along with a Frenchman, and, must study your customer closely. He best of all, ourselves. They are a may take plenty of time to do business, people of many qualities, which it took to get started in buying from you, but this war and their sacrifices in it to once you get his confidence you hold understand. For one thing, a French- Learn About Your him. It is commonly said that you man of business standing will never, can't drive an English customer away never make a contract which he does Own Country not expect to keep, nor which he does

may, at some date unknown, be so come back until you have really we do make ready for the European Lead, lb. there. Her soul is dead, if not ex- the country you are in, and if some lack of transport facilities, thousands tinct. It may survive and after such local interest is brought up follow it of tons of merchandise being held up No matter whether it is going north, metamorphosis we can reflect and may and show your interest in it. We are at present in our factories for lack of admit the savage Hun of this war into never too old to learn, and every man car permits; or being stored, or kept

Sell Goods

Financial conditions should be studied by our best men, joint to studied by our best men, joint

Paris, and there I got a wire from the in whom he has confidence has mapped Is Educational HE trade opportunities in the see them—that there was trouble. When to get a man in the field. The mere Europe of the future are ours to I reached him he said: "The machines placing of agencies in local districts

The art of selling is natural or

It makes the salesman able

Germany has been a big field and then clear out and go home and don't good is it to be prepared? Suppose Time

the human family again. At present, who has talent, position or ability on wheels at ports of shipment?

mer may keep you waiting often. Patience, whether Jobistic or Wilsonian,

eed not be short and quick, afraid of man you are calling on. Of course, don't forget the object of your visit. Business is business, and there is a moment when the hammer should fall

## Business of Selling

nim to charity and liberality in dispensing his money to help suffering or

### Industrial

Cotton

private reports of additional rains, with August ...

ness, as some Americans abroad used to be. The business of selling is the most interesting occupation in the world. If educated, it broadens and probability of further showers or rains enlarges one's views, it rounds up and polishes and it is the greatest university the world possesses. It makes ie morning. According to Southwestern authori-

rapid should rains tail to appear in the near future, and the attention of the trade will probably centre on the weather map when the market reopens to-morrow. Reports from the goods trade indicated a continued quiet business, particularly in the finer grades. The War Service Committee is still working upon a list of raises captains.

more essential purposes.

Lead is in short supply, and the higher priced offerings have been well cleaned up, which will cause prices to revert to the official quotations of 8.05c New York and 7.75c East St. Louis. mand is accentuated by the light of-

## - Commodities

The market opened steady at a de-cline of 2 to 10 points, and the active months sold 10 to 22 points net lower right after the call. Local map readers

the export demand was extremely quiet and the market seemed to be in a waiting position. New oats are expected to move more freely in the near future, although in some quarters it is thought that the increased movement

receipts of oats. Yesterday's Previous 

New York: close, close. Cash, No. 2 West...\$1.85 \$1.85

Flour and Meal .- Quotations were:

State, whole milk, fresh, flats, specials, State, whole milk, fresh, flats, specials, colored, lb, 24%@25c; white, 24%@245c; average run, colored, 24%@24%c; white, 24%@24%c; lower grades, 21@24c; twins, specials, 24½@24%c; average run, 24@24%c; lower grades, 20%@23%c; single daisies, 24%@25c; Wisconsin, whole milk, fresh, twins, 23%@24%c; single daisies, 24%@25%c; double daisies, 24½@24%c; Young Americas, 25%d25%c; state, skims, fresh, specials, 18@19c; prime to choice 16%@17%c; fair to good, 11@15c; lower grades, 6@10c.

### Orchard and Field

Fresh Poultry-Dressed

beoffends others, though they really do
not mean to do so, being honest and
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Fellow Republicans Laud Patriotism and Ability of Air Officer in Italy

(Special Dispatch to The Tribune) WASHINGTON, July 13.- New York of wheat may have a tendency to check tions urging the renomination and re-La Guardia, the New York City mem-.811/2 ber, who is now an officer of the Ameri-

"Whereas, Fiorello H. La Guardia, a

these resolutions be sent to Congress-man La Guardia as a testimonial of our extended to the five

### Garfield to Name State Fuel Head

No Intimation Is Given to Identity of Appointee by Federal Chief

ler, informing him that a successor to Albert H. Wiggin, former State Fue Administrator, will be appointed in a "day or two," has resulted in wide speculation among local administrative

mentioned as possible occupants of the berth. Charles E. Robertson, who assisted Mr. Wiggin almost since the establishment of the administration or cannight on the start of the same and t canization, has been discussed, but it is not known whether Mr. Robertson will accept. Harry C. Peters, of the Coal Conservation Committee, is an-

by one of Dr. Garfield's deputies of the report that Mr. Perkins is being con-sidered. Mr. Miller's letter to Dr. Garfield was written more than a month ago. He asked that an administrator be appointed to insure the state against a serious coal tangle

## Apples, S, new, bsk 2.75@ Grapefruit, Fla, bx Oranges, Fla, box. 4.25@ 5.00 Auto Skids; Soldier Killed; Five Hurt

Car With Siv Camp Dix Men Overturns in New

Captain Makes Doubly Sure
33½c; 30 to 35 lbs, 31½@32½c; under
30 lbs, 30½@31½c; fow!s, fresh, dry
packed, barrels, milk fed, fancy packs,
Western, dry picked, 5 lbs and over,
31½@35c; 4 lbs, 34½@35c; 3½ lbs
and under, 32½c; Southwestern, 3 to
4 lbs each, 33@34c; fowls, in barrels,
iced, dry picked, prime, 5 lbs and over,
33½@34c; 5 lbs and over,
32½c; 3 lbs and under, 30c.

Squabs.—Prime, white, 6 to 10 lbs
and over to dozen, per dozen, \$3.50@
and over to dozen, per dozen, \$3.50@
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and over to dozen, per dozen, \$3.50@
squabs.—Prime, white, 6 to 10 lbs
and over to dozen, per dozen, \$3.50@
and over to dozen, \$2.2\$2.50; culls,
per dozen, \$1 @ \$1.50.

Live Poultry

Broilers.—Colored, via express, 38@
Western, large, via freight, 40c; small,
Western, large, via freight, 40c; small,

Although no question of the legality

That Ceremony Is Binding

WOODHAVEN, Long Island, July 13.

—Captain Makes Doubly Sure

That Ceremony Is Binding

WOODHAVEN, Long Island, July 13.

—Captain Frank H. Foster, Q. M. C.

After patriotic songs. dances and secremony with the woman who became his highters, were present.

After patriotic songs. dances are specified army and navy men, with a sprinkling of French and British fighters, were present.

After patriotic songs. dances are specified army and started the "Marseillaise." The cheers of the Americans increased they had obtained a.license to rewed.

The second ceremony is unique in that it did not follow a divorce or separation of the couple. This is Mrs.
Foster's third ceremony, although the army officer is her second husband. Her first husband was Dr. P. H. Thomas, who afterward became insane. She procured a divorce on the ground of insanity and married Captain Foster

Washington. July 10.—During the law they had obtained a.license to rewed.

The second ceremony and navyene.

Wofficer is her second husband. Her first husband was Dr. P. H. Tho

Wheat frice veto

Upheld by House

Washington, July 13.—The House
to-day sustained President Wilson's veto of the agricultural appropriation bill. A motion to pass the measure over the veto was defeated 172 to 72.
The bill was referred back to the Agricultural Committee and House leaders planned to pass it without the wheat price fixing provision.

Dutch Seamen Sent

Home After Long Visit

With the exception of heat showers to-morrow and Monday in the leasern New England and Eastern New England and Eastern New England and Eastern New Section when the Interior of the Adams takes from New Jersey and Eastern Pennsyralis to North Carolina.

Forecasts for Special Localities.—Western Pennsylvania Silkhily warmer to-morrow. Monday after the New England Ploudy to-morrow, Monday for the Interior Monday fair, Somewhat warmer in the interior Monday for the Interior. New England Ploudy to-morrow, show the Pennsylvania New England Ploudy to-morrow and Monday for the Interior Monday for the Adams for the Monday for the Adams for the

Re-elect La Guardia, Meatless Day Rule N. Y. Colleagues Urge Is Lifted by Hoover; Beef Can Be Served

> Profiteer Who Failed to Pay Fine to Red Cross Loses License for War

# "Take Over Sector"

Police Reserves to

Hours Each Week

i 1900.

Although no question of the legality England to North Carolina and in the Fields weeks ago the couple decided on another ceremony at once. Captain Foster came here from his station at Little
Rock, Ark., and after the ceremony returned to his post without delay.

Where Duice Value.